

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CIAE-00 INR-07 NSAE-00 /027 W

----- 024132

R 020752Z JUL 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 1784

INFO USDOC WASHDC

C O N F I D E N T I A L MOSCOW 9166

USDOC FOR BEWT/DOWNEY AND ASSISTANT SECRETARY WASHBURN

E.O. 11652: GDS

TAGS: ETRD, EEWT, US, US

SUBJECT: POSSIBLE RESISTANCE TO NIKITIN'S REJECTION OF FOREIGN
ROLE IN HOTEL MANAGEMENT

REF: MOSCOW 8884

1. AT AMBASSADOR'S RECEPTION JULY 1 FOR VISITING SENATORIAL
DELEGATION, COMMATT ASKED USA INSTITUTE DEPUTY DIRECTOR YE.
S. SHERSHNEV WHETHER HE HAD READ JUNE 25 LITGAZ ARTICLE BY
S.S. NIKITIN (SEE REFTEL) IN WHICH LATTER REJECTED, INTER
ALIA, ANY MANAGEMENT ROLE FOR FOREIGN COMPANIES INTERESTED
IN CONSTRUCTION OF HOTELS IN USSR.

2. SHERSHNEV SAID HE HAD READ ARTICLE AND DID NOT ACCEPT
NIKITIN'S POSITION ON MANAGEMENT QUESTION. MOREOVER, SHERSHNEV
NOTED THAT NIKITIN'S VIEWS REFLECTED THINKING OF "TEN YEARS
AGO," AND HE ADDED THAT SOMEONE (OTHERWISE UNIDENTIFIED) FROM
ABOVE WOULD HAVE TO EXPLAIN FACTS OF LIFE TO NIKITIN. CONTINUING
ALONG THIS LINE, SHERSHNEV EXPRESSED CONFIDENCE THAT NIKITIN
WOULD BE CALLED
TO ORDER BY HIGHER AUTHORITIES "SINCE HE (NIKITIN) DOES NOT
MAKE POLICY ON ISSUES OF THIS NATURE." SHERSHNEV ALSO OBSERVED
THAT NIKITIN'S MAJOR PROBLEM WAS THAT HIS ORGANIZATION COULD
NOT, AT LEAST AT PRESENT, RUN HOTELS SATISFACTORILY.

3. COMMENT: ASSURANCE WITH WHICH SHERSHNEV ATTACKED
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NIKITIN'S POSITION ON MANAGEMENT ISSUE SUGGESTS, AT VERY

LEAST, THAT LAST WORD ON THIS MATTER HAS YET TO BE SPOKEN.
WORKING ON ASSUMPTION THAT POSSIBLE FOREIGN ROLE IN MANAGEMENT
OF SOVIET HOTEL IS CONTROVERSIAL ISSUE WITHIN SOVIET
ESTABLISHMENT, NIKITIN'S ARTICLE, WITH ITS REFERENCES TO NEO-
COLONIALISM AND OTHER MONSTERS IN SOVIET LEXICON, COULD HAVE
BEEN EFFORT TO AVOID DEFEAT ON THIS ISSUE BY GOING PUBLIC.
IF U.S. HOTEL COMPANIES STAND FIRM ON THEIR REQUIREMENT FOR
SOME SORT OF MANAGEMENT ROLE, PARTICULARLY IN CASE OF IHC
WHERE FAILURE TO REACH AGREEMENT COULD JEOPARDIZE VERY
FAVORABLE SWEDISH FINANCING, IT MAY PROVE POSSIBLE TO
OVERCOME OPPOSITION OF NIKITIN (AND OF THOSE MORE SENIOR
OFFICIALS WHO PRESUMABLY STAND BEHIND HIM).
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, BUILDINGS
Control Number: n/a
Copy: SINGLE
Draft Date: 02 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW09166
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750229-0108
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750792/aaaadecq.tel
Line Count: 74
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 MOSCOW 8884
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2003 by CunninFX>; APPROVED <12 JUN 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POSSIBLE RESISTANCE TO NIKITIN'S REJECTION OF FOREIGN ROLE IN HOTEL MANAGEMENT
TAGS: ETRD, EEWT, UR, US, (NIKITIN, S S), (SHERSNEV, S)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006